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QUESTION 1

Which object is required to create a Sales agreement?

- A. Account
- B. B)
- C. Contract
- D. Order
- E. Quote

Correct Answer: A

Explanation: Manufacturing Cloud requires an account to create a sales agreement, which is a record that represents a long-term negotiated business relationship with a customer. An account is a standard Salesforce object that stores information about a company or a person that you do business with. You can also associate other objects with a sales agreement, such as contracts, quotes, orders, and forecasts, but these are not required to create a sales agreement.

References: Salesforce Help: Create a Sales Agreement

QUESTION 2

Universal Containers has a large number of stock keeping units (SKUs), which hinders the executive team from making decisions quickly.

Which functionality should an administrator implement to help the executive team?

- A. Account Based Forecasting
- B. Product Categories
- C. Sales Agreements

Correct Answer: B

Explanation: To help the executive team make decisions quickly, the administrator should implement the Product Categories functionality in Manufacturing Cloud. Product Categories are a way of grouping products based on common attributes, such as product family, product line, or product type. By using Product Categories, the executive team can:

Filter and analyze the sales data and performance by product category, instead of by individual SKUs, which can be overwhelming and time-consuming. Create and manage sales agreements and forecasts by product category, which can

simplify the negotiation and planning processes with customers and channel partners.

Use Tableau CRM for Manufacturing to visualize and compare the sales trends and metrics by product category, and to identify the risks and opportunities for improvement.

References: : [Create Product Categories Unit | Salesforce Trailhead] : [Product Categories - Salesforce Developers]



QUESTION 3

When loading data into Salesforce Manufacturing Cloud, following a specific order of operations is crucial to ensure data integrity and avoid errors.

Which option represents the correct order of operations for loading data into Manufacturing Cloud?

- A. Load Products, Accounts, and Contacts first, followed by Orders and, finally, Sales Agreements.
- B. Load Accounts, Sales Agreements, and Orders first followed by Contacts and, finally, Products.
- C. Load Accounts, Contacts, and Products first, followed by Sales Agreements and, finally, Orders.

Correct Answer: C

Explanation: Loading data into Manufacturing Cloud requires following a specific order of operations to ensure data integrity and avoid errors. The order of operations is based on the dependencies and relationships among the objects involved in Manufacturing Cloud. Accounts, Contacts, and Products are the basic objects that need to be loaded first, as they are referenced by other objects. Sales Agreements and Orders are the objects that represent the planned and actual business transactions, respectively. Sales Agreements need to be loaded before Orders, as Orders can be associated with Sales Agreements. Orders also need to be loaded after Products, as Orders contain Order Products that reference Products. References: What Is Manufacturing Cloud?, Importing Order Data

QUESTION 4

What is the main function of out-of-the-box Data Processing Engine jobs in Rebate Management?

- A. Delete, add, clone and transform journal transactions.
- B. Query, extract, filter and aggregate journal transactions
- C. It includes custom metrics in the transaction journal
- D. It applies the benefit structure and creates payouts

Correct Answer: B

Explanation: The out-of-the-box Data Processing Engine jobs in Rebate Management are used to query, extract, filter and aggregate journal transactions based on the rebate type and benefit definitions. These jobs transform the raw transaction data into aggregated data that can be used for calculating accruals and payouts. The jobs run on a scheduled basis and can be configured to meet the business needs. References: Rebate Management Basics > Manage Accruals and Payouts > Streamline Rebate Payout Calculations with DPE

QUESTION 5

Universal Containers (UC) has implemented Sales Cloud and Service Cloud in seven countries in EMEA for about 100 users. UC has successfully tested and signed off on additional Sales Agreements functionality. In order to have control over the rollout and monitor the adoption, UC wants to roll out in a phased manner, country by country. UC follows a single-org strategy.

How should a consultant enable this rollout scenario?

- A. Deploy the new functionality and assign the permission set to the designated users.



B. Deploy the new functionality and make the Sales Agreements tab visible for the designated users.

C. Deploy the new functionality and assign the Manufacturing licenses to all of the users.

Correct Answer: A

Explanation: To enable a phased rollout scenario, the consultant can deploy the new functionality to the production org and assign the Manufacturing Cloud permission set to the users who are part of the rollout. This way, only the designated users can access the Sales Agreements tab and functionality. The other users can continue to use the standard Sales Cloud or Service Cloud features without any disruption. References: Salesforce Manufacturing Cloud Implementation Guide, page 25

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